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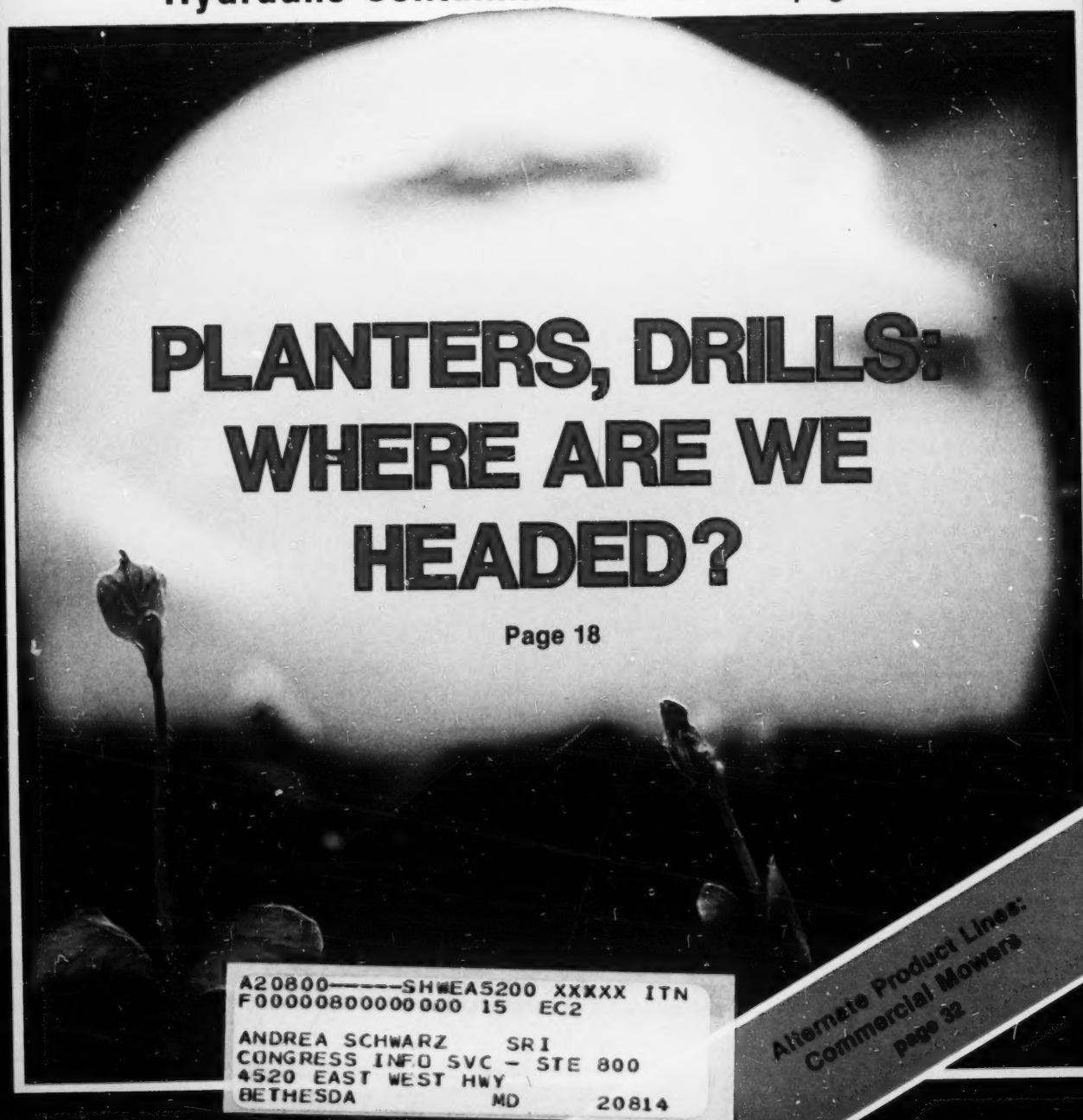
I&T 100 YEARS OF LEADERSHIP 1886-1986

Implement & Tractor

The business magazine of the farm and industrial equipment industry

AUGUST 1986

Hydraulic Contaminants – Part I page 12



PLANTERS, DRILLS: WHERE ARE WE HEADED?

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10: **Parts Delivery – Be Sure Before You Try It.** Don Munson tried it – then dropped it. He still takes care of faraway parts customers, but differently.

12: **Filter Ratings Tell a Story.** The first of a series on developments in control of hydraulic contaminants. This segment deals with a scientifically-based rating system for hydraulic filters.

18: **Planters and Drills: What are the Trends?** The push is on for more diversity, more options, different combinations of features – and to use less fertilizer and chemical with greater effectiveness.

24: **White Farm Adds Compact Tractor Line.** Built by Iseki of Japan, the five new models range from 14 to 39 horsepower. Also added, a 185 pto horsepower model at the top of the 2WD line.

32: **Commercial Mowers: A Good Fit With Current Business.** For dealers in the right location, and with the right attitude, there are expanding opportunities serving the people and machines that maintain manicured lawns. Another in our alternate product lines series.

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A Little Less Grim, But Sales Still Slim

The June retail sales flash report from the Farm & Industrial Equipment Institute showed tractors of 140 hp and over gaining ground for the second straight month. But analysts caution that with overall volumes remaining low, a few extra sales create large percentage jumps. It's not yet a real rally.

Unit Retail Sales

	June			January-June		
	1986	1985	Pct. Change	1986	1985	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	8,869	8,247	+ 7.5	35,593	32,537	+ 9.4
40-99 hp	4,032	5,773	-30.2	16,221	21,641	-25.0
100-139 hp	941	765	+23.0	3,237	4,759	-32.0
Over 140 hp	1,505	848	+77.5	6,035	5,800	+ 4.1
Total 2-wheel drive	**15,347**	**15,633**	**- 1.8**	**61,086**	**64,737**	**- 5.6**
4-wheel drive						
Under 200 hp	41	89	-53.9	290	486	-40.3
Over 200 hp	136	175	-22.3	665	917	-27.5
Total 4-wheel drive	**177**	**264**	**-33.0**	**955**	**1,403**	**-31.9**
Total All Tractors	**15,524**	**15,897**	**- 2.3**	**62,041**	**66,140**	**- 6.2**
S-P Combines	462	477	- 3.1	1,763	2,386	-26.1
Balers (under 200-lb. bales)	1,189	1,440	-17.4	2,595	3,752	-30.8
Forage Harvesters (shear-bar type)	283	276	+ 2.5	642	897	-28.4
Mower-Conditioners	2,723	2,336	+16.6	5,499	6,258	-12.1

GM and Deere Form Joint Venture

General Motors and Deere & Co. have signed a memorandum of understanding to form a joint venture to design, manufacture and distribute, diesel engines worldwide. The proposed corporation would be held equally by both parent companies. The agreement is subject to final negotiations and clearance by the federal antitrust authorities.

The joint venture will include the diesel engine operations of Deere & Co. and the Detroit Diesel Allison Div. of General Motors.

The new company is yet to be named and will be headquartered in the Detroit area. Senior management will be drawn from both GM and Deere. It is expected that the new firm will be in operation under its new name and management by January 1, 1987.

Briggs & Stratton, Kohler Reach Agreement

Briggs & Stratton and Kohler have reached agreement on the settlement of the antitrust lawsuit brought last year by Kohler against Briggs & Stratton concerning aftermarket distribution of air-cooled gasoline engines, parts and service.

Kohler has agreed to dismiss the suit and will receive no payment of damages. Briggs & Stratton has agreed that, for the five-year term of the agreement, it will not require, demand, or coerce central distributors it shares with Kohler to drop the Kohler line of engines or to set up separate facilities for the Briggs & Stratton line of engines.

Corn Squeezin's, Spark Plugs on Ford Tractors

The state of Illinois is using nine Ford tractors powered 100 per cent by ethanol. Eight are being used to maintain roads and highways, the ninth for field work by the U. of Illinois College of Agriculture.

Ford Tractor Operations said that the tractors are 4810 models (derived from the 4610). The 4810 is mass-produced in Brazil and the units delivered to Illinois were assembled at Romeo, Mich., using the 4610 chassis and ethanol engine components from Brazil.

Ford said there are no plans currently to introduce the ethanol units to the North American farm market.

Deere Backs Off Plan To Buy Versatile

Deere & Co. has terminated its agreement to buy the farm equipment division of Versatile Corp., which had been announced in December, 1985.

Deere said its decision to terminate resulted from the delay and uncertainty created by the U.S. Dept. of Justice's decision that Versatile must seek another buyer as a precondition to government approval. Deere added that if Justice Dept. approval should be obtained "in a reasonable period of time," the company may reopen talks with Versatile.

Briefly...

J I Case (Australia) Pty. Ltd. has bought selected assets of International Harvester Australia and IH Credit Corp. and will consolidate the Australian distribution organization into its network. Case IH will have approximately 200 distribution outlets in Australia. This completes the acquisition by Tenneco Inc. of IH agricultural equipment assets around the world.

Rhino Products, Dallas, Tex., and Alamo Group, Inc., Seguin, Tex., have announced the acquisition of all Rhino stock by Alamo for an undisclosed price, effective June 26. Alamo now has four mower lines: Rhino, Terrain King, Mott and Triumph.

Water used for irrigation declined 14 per cent from 2.1 to 1.8 acre-feet per acre from 1974 to 1984, according to a survey by the Bureau of the Census for the USDA.

Trend continues. As reported in the July Update, domestic carbon steel continues to be priced about equally with foreign mills' offerings, according to a continuing survey of members by the Steel Service Center Institute. The July report by SSCI indicates that 55 per cent of respondents find the American product the same (plus or minus 5 per cent) in price as overseas units; 45 per cent say that the foreign product is running 6 to 10 per cent cheaper. Six months earlier, the survey produced a 13-87 per cent response.

Intertec Publishing Corp. has sold *Agricultura de las Americas,* sister publication of I&T, to Keller International Publishing Co., Great Neck, N.Y.